Amendments to the Claims

Please amend Claims 1, 14, 17 and 30 as follows:

1. **(Currently Amended)** A method for generating forecast information corresponding to an organization, comprising:

    identifying opportunity data **and** [[or]] revenue data corresponding to members of the organization, wherein

        the members of the organization are associated with positions in a hierarchy structure of the organization;

    calculating forecast data corresponding to the members of the organization using the **identified** ~~opportunity~~ data ~~and the revenue data~~ corresponding to members of the organization;

    defining visibility rules that specify the forecast data corresponding to the members of the organization that are visible to a first member of the organization, wherein

        the visibility rules are defined according to the position of the first member in the hierarchy;

    generating a forecast for the first member of the organization, wherein

        the data used for said generating the forecast is limited to forecast data corresponding to the members of the organization according to the visibility rules;

    associating a state with the forecast, wherein the state comprises one of

        a created forecast state,

        an included forecast state, if the forecast is included in data of a forecast of another,

        a submitted forecast state, if the forecast is submitted by the first member of the organization, and

        an included-as-submitted forecast state, if the forecast is submitted by the first member of the organization and included in data of a forecast of another;

modifying states associated with each forecast data corresponding to members of the organization to one of

the included forecast state, if the forecast data does not currently have the submitted forecast state, and

the included as submitted forecast state, if the forecast data does currently have the submitted forecast state; and

enabling the first member to modify the forecast data corresponding to the members of the organization, if the forecast data does not have an associated included as submitted forecast state.

2. (Original) The method of claim 1, wherein the hierarchy structure comprises a plurality of management levels; further comprising:

defining visibility rules that specify the forecast data that are visible to each management level of the organization; and

enabling a forecast to be generated for any management level of the organization, wherein each forecast that is generated is based on forecast data that are visible to the management level for which that forecast corresponds as specified by the visibility rules.

3. (Previously Presented) The method of claim 1, wherein the first member of the organization is a manager and wherein the visibility rules include a maximum hierarchy depth search value n defining a search scope such that the forecast for the manager is generated from the manager's own forecast data and from forecast data corresponding to members of the organization who are defined to be both subordinate to the manager and occupy a management level in the hierarchy that is <= n levels below a management level occupied by the manager.

4. (Previously Presented) The method of claim 1, further comprising:
creating a forecast series comprising a set of parameters that define attributes of forecasts that are based thereon; and
using the set of parameters in the forecast series in said generating the forecast.

5.   (Previously Presented)   The method of claim 4, wherein the forecast series comprises parameters that define the visibility rules for forecasts that are based on the forecast series.

6.   (Previously Presented)   The method of claim 1, further comprising:

enabling the first member to submit the forecast to a superior in the hierarchy

    structure, wherein

        said submitting comprises associating the submitted forecast state with the

            forecast; and

preventing the first member from modifying the forecast after it has been

    submitted.

7.   (Previously Presented)   The method of claim 6, further comprising:

enabling the superior or a system administrator to unsubmit the forecast such that

        the member who submitted that forecast is enabled to modify the forecast,

        wherein

        said unsubmitting comprises associating one of the created forecast state

            and the included forecast state with the forecast.

8.   (Original)   The method of claim 1, further comprising presenting forecast data in a graphical format that enables a member to compare forecast data corresponding to related forecasts over time that are specified to be visible to that member.

9 - 13. (Canceled)

14.   (**Currently Amended**)   A method for generating and presenting forecast information, comprising:

identifying opportunity data **and** [[or]] revenue data corresponding to the

        members of an organization, wherein

        the members of the organization are associated with positions in a

            hierarchy structure of the organization;

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calculating forecast data corresponding to the members of the organization using the **identified** ~~opportunity~~ data ~~and revenue data~~ corresponding to members of the organization;

determining an identity of a current forecast participant who is a member of the organization;

identifying subordinate members of the organization who are subordinate to the current forecast participant based on the hierarchy structure;

presenting forecast data to the current forecast participant, wherein the forecast data specific to each of the one or more subordinate members is viewable by the current forecast participant;

associating a state with the forecast data specific to each of the one or more subordinate members, wherein the state comprises one of

a created forecast state,

an included forecast state, if the forecast is included in data of a forecast of another,

a submitted forecast state, if the forecast is submitted by the member of the organization associated with the forecast, and

an included-as-submitted forecast state, if the forecast is submitted by the member of the organization associated with the forecast and included in data of a forecast of another; and

enabling the current forecast participant to modify the forecast data based on the revenue data and opportunity data of the one or more subordinate members, if the forecast data does not have an associated submitted state or included-as-submitted state.

15.   (Previously Presented)   The method of claim 14, wherein the current forecast participant is a manager whose forecast is determined, at least in part, on forecasts that are submitted by one or more selected subordinate members, further comprising:

automatically generating a forecast for any selected subordinate member who has yet to submit a forecast; and

generating a forecast for the manager based on a combination of forecasts submitted by said selected subordinate members and automatically generated forecasts.

16. (Previously Presented) The method of claim 15, wherein the manager occupies at least a second level of management in the organization's hierarchy and automatically calculating forecasts for said one or more selected subordinate members and have not submitted their forecast is applied in a recursive manner from lower levels to higher levels in the organization's hierarchy.

17. **(Currently Amended)** A machine-readable media on which a plurality of machine-executable instructions are stored that when executed by a machine generates forecast information corresponding to an organization by performing the operations of:

identifying hierarchy data, defining a hierarchy structure of the organization to be entered into the machine, and comprising hierarchical positions of members of the organization;

identifying opportunity data **and** [[or]] revenue data corresponding to the members of the organization to be input into the machine;

calculating forecast data corresponding to the members of the organization using the **identified** ~~opportunity~~ data ~~and revenue data~~ corresponding to members of the organization;

defining visibility rules that specify the forecast data corresponding to the members of the organization that are visible to a first member of the organization, wherein

the visibility rules are defined according to the hierarchy data;

generating a forecast for the first member of the organization, wherein

the data used for said generating the forecast is limited to forecast data corresponding to members of the organization according to the visibility rules;

associating a state with the forecast, wherein the state comprises one of

a created forecast state,

an included forecast state, if the forecast is included in data of a forecast of another,

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a submitted forecast state, if the forecast is submitted by the member of

the organization associated with the forecast, and

an included-as-submitted forecast state, if the forecast is submitted by the

member of the organization associated with the forecast and

included in data of a forecast of another;

modifying states associated with each forecast data corresponding to members of

the organization to one of

the included forecast state, if the forecast data does not currently have the

submitted forecast state, and

the included as submitted forecast state, if the forecast data does currently

have the submitted forecast state; and

enabling the first member to modify the forecast data corresponding to the

members of the organization, if the forecast data does not have an

associated included-as-submitted forecast state.

18.   (Original)   The machine-readable media of claim 17, wherein the hierarchy structure comprises a plurality of management levels and wherein execution of the machine instructions further performs the operations of:

enabling visibility rules that specify the forecast data that are visible to each

management level of the organization to be entered into the computer; and

enabling a forecast to be generated for any management level of the organization,

wherein each forecast that is generated is based on forecast data that are

visible to the management level for which that forecast corresponds as

specified by the visibility rules.

19.   (Previously Presented)   The machine-readable media of claim 17, wherein the first member of the organization is a manager and wherein the visibility rules include a maximum hierarchy depth search value n defining a search scope such that the forecast for the manager is generated from the manager's own forecast data and from forecast data corresponding to members of the organization who are defined to be both subordinate to the manager and occupy a management level in the hierarchy that is <= n levels below a management level occupied by the manager.

20. (Previously Presented) The machine-readable media of claim 17, wherein execution of the machine instructions further performs the operations of:

enabling creation of a forecast series comprising a set of parameters that define attributes of forecasts that are based thereon to be entered into the machine; and

using the set of parameters in the forecast series in said generating the forecast.

21. (Previously Presented) The machine-readable media of claim 20, wherein the forecast series comprises parameters that define the visibility rules for forecasts that are based on the forecast series.

22. (Previously Presented) The machine-readable media of claim 17, wherein execution of the machine instructions further performs the operations of:

enabling the first member to submit the forecast to a superior in the hierarchy, wherein

said submitting comprises associating the submitted forecast state with the forecast; and

preventing the first member from modifying the forecast after it has been submitted.

23. (Previously Presented) The machine-readable media of claim 22, wherein execution of the machine instructions further perform the operation of enabling the superior or a system administrator to unsubmit the forecast such that the member who submitted that forecast is enabled to modify the forecast, wherein

said unsubmitting comprises associating one of the created forecast state and the included forecast state with the forecast.

24. (Original) The machine-readable media of claim 17, wherein execution of the machine instructions further perform the operation of presenting forecast data in a graphical format that enables a member to compare forecast data corresponding to related forecasts over time that are specified to be visible to that member.

25 – 29. (Canceled)

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30. **(Currently Amended)** A machine-readable media on which a plurality of machine-executable instructions are stored that when executed by a machine generates and presents forecast information corresponding to an organization by performing the operations of:

> identifying hierarchy data defining members of an organization and a hierarchical position of each member;

> identifying opportunity data **and** [[or]] revenue data corresponding to the members of the organization;

> calculating forecast data corresponding to the members of the organization using the **identified** ~~opportunity data and revenue~~ data corresponding to members of the organization;

> determining an identity of a current forecast participant who is a member of the organization;

> identifying subordinate members of the organization who are subordinate to the current forecast participant based on the hierarchy data;

> presenting forecast data to the current forecast participant, wherein the forecast data specific to each of the one or more subordinate members is viewable by the current forecast participant;

> associating a state with the forecast data specific to each of the one or more subordinate members, wherein the state comprises one of

> a created forecast state,

> an included forecast state, if the forecast is included in data of a forecast of another,

> a submitted forecast state, if the forecast is submitted by the member of the organization associated with the forecast, and

> an included-as-submitted forecast state, if the forecast is submitted by the member of the organization associated with the forecast and included in data of a forecast of another; and

> enabling the current forecast participant to modify the forecast data based on the revenue data or opportunity data of the one or more subordinate members, if the forecast data does not have an associated submitted state or included as submitted state.

31.   (Previously Presented)   The machine-readable media of claim 30, wherein the current forecast participant is a manager whose forecast is determined, at least in part, on forecasts that are submitted by one or more selected subordinate members, and wherein execution of the machine instructions further performs the operations of:

> automatically generating a forecast for any selected subordinate member among who has yet to submit a forecast; and
>
> generating a forecast for the manager based on a combination of forecasts submitted by said selected subordinate members and automatically generated forecasts.

32.   (Previously Presented)   The machine-readable media of claim 31, wherein the manager occupies at least a second level of management in the organization's hierarchy and automatically calculating forecasts for said one or more selected subordinate members and have not submitted their forecast is applied in a recursive manner from lower levels to higher levels in the organization's hierarchy.

33. **Canceled.**